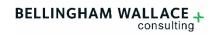
BELLINGHAM WALLACE toonsulting

Bellingham Wallace Systems & Processes Scorecard 1= Worst Practice / 10 = Best Practice

Item	Process Self-	Score
iteili	Flucess	Score
	Market Research and Trend Analysis:	
	Monitoring market trends, consumer preferences, and competitor activities.	
1.	Conducting market research to identify potential new product opportunities.	
	Sales and Distribution	
	Sales go to market strategy development	
	Lead Generation and Management	
2.	Managing relationships with customers	
2.	Managing relationships with distributors	
	Pricing and costing management	
	Management of Work in progress (WIP)	
	Sales analysis and reporting by customer / product	
	Service	
	Service go to market strategy development	
2	Managing relationships with customers	
3.	Scheduling & planning	
	Pricing and costing management	
	Management of Work in progress (WIP)	
	Sales analysis and reporting	
	Customer Service and Support	
4.	Addressing inquiries, processing orders, and handling complaints. Order fulfilment and tracking.	
	 Order fulfilment and tracking Warranty management 	
	Procurement and Supplier Management	
	Identifying and establishing relationships with reliable international suppliers.	
	Conducting supplier assessments and due diligence to ensure quality and compliance.	
5.	Negotiating contracts and terms with suppliers to secure the best deals.	
	Logistics and Supply Chain Management:	
	Planning and managing the transportation of imports from the source. Optimising the graph obside to exist the lead times and reduce containing the source.	
6.	 Optimising the supply chain to minimize lead times and reduce costs. Monitoring inventory levels to prevent stockouts and overstock situations. 	
	Customs Clearance and Importation: Coordinating with customs authorities to facilitate the smooth clearance of imports	
7.	Handling import duties, taxes, and tariffs appropriately.	
	Planning and Scheduling	
	Detailed planning of value-add processes	
	Scheduling value add process activities	
8.	Resource allocation and prioritisation	
	Progress monitoring and reporting	
	Optimising production efficiency.	
	Regulatory Compliance and Documentation:	
	 Ensuring compliance with import regulations and customs requirements Handling necessary permits, licenses, and certifications 	
	 Handling necessary permits, licenses, and certifications Maintaining accurate and up-to-date import/export documentation, including customs declarations, bills of 	
9.	lading, and certificates of origin.	
	Quality Control and Product Testing	
	Implementing quality control procedures to inspect and test products for safety and adherence to quality	
10.	standards.	
	Warehousing and Storage	
	Waterloading and storage	
11.	Securely storing and managing inventory	
	Inventory control to track stock movement	
	Financial Management	
	Budgeting, forecasting and financial planning	
12.	Financial reporting	
12.	Managing foreign currency transactions and exchange rate risk	
	Tax and compliance Expense Management	
	 Expense Management Cashflow management 	
	-	
13.	Risk Management and Insurance Identifying, pr-actively managing and mitigating business risks	
	Ensuring adequate insurance coverage for potential risks.	
	Health & Safety, Environmental and Sustainability Practices	
14.	Health and safety system management including incident / accident reporting, investigation & corrective action	
	action.	
	Implementing sustainable practices in the supply chain and promoting environmental responsibility. Adhering to safety standards during transportation, storage, and distribution.	
	Adhering to safety standards during transportation, storage, and distribution.	

Bellingham WallaceSystems & Processes Scorecard



1= Worst Practice / 10 = Best Practice

Continued.

Item	Process	Self-Score
	Emergency and Contingency Planning:	
15.	 Developing contingency plans to handle unforeseen events, such as natural disasters or supply chain disruptions. 	
16.	Human Resources	
	Recruitment and Onboarding	
	Employee Records Management	
	Payroll and Benefits Administration	
	Performance Management	
	Training and Development	
	Employee Relations and Engagement	
	IT Systems & Processes	
17.	Network and Infrastructure Management	
	Software Development and Maintenance	
	IT Security and Data Protection	
	System Integration and APIs	
	User Support and Helpdesk	

Congratulations on completing our Governance self test! Your commitment to assessing your systems and processes is a vital step towards stronger, more efficient governance. If you have any questions or require further assistance in optimising your governance framework, don't hesitate to reach out to our experienced team. We're here to help you achieve the highest standards of governance excellence.